

Chairman Julius Genachowski Federal Communications Commission 445 12th Street S.W. Washington, DC 20554

June 7, 2011

Re: Docket WT 11-65

## Dear Chairman Genachowski:

As CEO of a company that depends upon the innovative services that wireless broadband enables and the economic opportunity it creates, I write in strong support of the agreement between AT&T and T-Mobile and encourage its swift approval.

I have a strong background in technology and the innovation economy. In addition to my current role as CEO and founder of Affirmed Networks, I've also served as CTO of Cascade Communications, CEO and Chairman of Sonus Networks, CEO and founder of WaveAccess, Senior Advisor at Charles River Ventures, and have also served on the board of directors of several successful startup companies.

Cascade Communications and Sonus Networks both developed innovative technologies that led network transformation globally and propelled both companies to the leading position in their respective markets. AT&T's intense focus on fostering innovation drove its adoption of these leading technologies. AT&T selected the Cascade technology to build its ATM network, one of the largest in the world. Similarly, AT&T once again selected Sonus Networks' pioneering technology for transforming well established telephony networks to IP. In doing so, it created one of the largest and most innovative VoIP networks in the world. In my experience, AT&T has been a leader in fostering innovation on a national scale.

My background provides me with a unique insight into the conditions necessary for technology innovation, and how businesses can benefit from high-speed broadband service. Instantaneous communication, online advertising, and a wide range of online content are all essential components of a successful business model in the digital age.

Today, wireless broadband is fast becoming the essential medium for consumer and business communications and it is imperative that we support smart opportunities that can spur further investment, innovation, and small business growth. The United States has historically led major technology innovations and has become the leading supplier of communications technology in the world. Our mobile broadband networks drive economic opportunity everywhere, and they enable the expanding high-tech ecosystem that includes device makers, application developers, cloud providers, content producers and more. This dynamic ecosystem has enabled small

businesses like mine to deliver new technologies at unprecedented speed, and to grow into major US companies that reach a global audience. Today, Affirmed Networks is seizing upon this opportunity and creating new Boston area jobs by developing innovative technologies for mobile networks as they rapidly become the global communications networks of the future.

Unfortunately the road to our continued progress, and this bright mobile future, is hampered by unique spectrum and capacity challenges. A smartphone today generates 24 times the mobile data traffic of a conventional wireless phone, and the explosively popular iPad and similar tablet devices can generate even greater volumes of traffic. AT&T's mobile data volumes surged a staggering 8,000% from 2007 to 2010, and as a result, AT&T faces severe network capacity constraints. This capacity constraint, left unresolved, would slow mobile broadband domestically, reduce consumer choice and impede US innovation in this vital and emerging market of mobile broadband.

Companies like mine vie to lead the world in this market and healthy operators unencumbered from spectrum challenges in this country are vital to that objective. Alleviating the capacity constraints for an established operator like AT&T with a track record of operational excellence in driving new technologies and business models would enable AT&T to invest in the development and growth of the market as a whole. This in turn, will benefit the entire mobile broadband ecosystem including operators, vendors and consumers. AT&T's strong record of innovation and its willingness to adopt creative technologies from new companies like Cascade, Sonus and so many others has been critical to the global success of these companies. Increasingly, the ongoing ability to create such technology companies is dependent on a robust mobile broadband network and operators that embrace innovation.

Bringing together AT&T with T-Mobile, two world-class businesses, will create significant benefits, and help speed entrepreneurial opportunity. The merger will allow the combined company to build out an advanced new 4G LTE network and bring state-of-the-art mobile broadband to over 97 percent of the American population -- something neither company could achieve on its own in the timeframe, which would now be possible with this merger.

I hope you will agree that there are significant benefits associated with the creation of this new business combination, and join innovators like me in supporting this merger in order to advance America's innovation economy, strengthen America's global competitiveness, and usher in what could well be the next historic moment in wireless progress.

Sincerely,

Hassan M. Ahmed, Ph.D

Chairman and CEO